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The Book Trade in the United States in 1905

by

Francis Keese Wynkoop Drury, A.M.

Thesis presented in partial fulfillment of the requirements for the degree of Bachelor of Library Science in the Illinois State library school at the University of Illinois

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THIS IS TO CERTIFY THAT THE THESIS PREPARED UNDER MY SUPERVISION BY

Francis Reese Wynkoop Drury A.M.

ENTITLED The book trade in the United States in 1905

IS APPROVED BY ME AS FULFILLING THIS PART OF THE REQUIREMENTS FOR THE DEGREE

OF Bachelor of Library Science

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HEAD OF DEPARTMENT OF Library Science

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THE BOOK TRADE IN THE UNITED STATES

Introduction

It is the purpose of this thesis to state the condition of the book trade in the United States as it exists in 1905, especially from the point of view of a librarian. The history of the publishing, selling, and auctioning of books from colonial days to the present time would be an interesting study but this paper is confined to present day conditions and does not give a retrospect of the nineteenth century.

It was early in that century that an Englishman scornfully asked "Who reads an American book?" and it can be easily believed that bookselling occupied a larger place in those days than bookpublishing. Today the publishers of New York and Boston are flooding the country with books, and with books which seem to find a ready market. It is the age of books and of libraries.

In the United States today there are three well defined centers in the trade of books: the great cities of New York, Boston, and Chicago. Cities are the natural centers of business. It is truer in the twentieth century than ever before. The trend of the population is city-ward. Wherever the cities are large, there we may expect to find every trade well advanced, every city with its leading firms. Therefore, though the cities already named easily stand out as most important, still there are firms in other cities which demand our attention.

In considering the book trade in the United States, Boston will be

dealt with first, then New York and thirdly Chicago. Following the treatment of these cities, other leading firms in the United States will be introduced, taken in a geographical order from east to west in a journey from the Atlantic to the Pacific. The endeavor is by this means to present the entire field in a logical order.

BOSTON

There was some justification in the statement once made that Boston was the hub of the universe. Certainly in the literary world of the nineteenth century New England led all America. Boston and its vicinity was the "hub." Such prestige once established is not easily lost, and Boston may still be considered an important literary center.

Publishers

In the book trade we find this high standard maintained. The publishing houses of Boston rank high among those in America and the firms of Houghton, Mifflin & Company, Little, Brown & Company, D. C. Heath & Company, and the Oliver Ditson Company are excelled by none.

Houghton, Mifflin & Company may be awarded the honor of being the first publishing house in America. Its publications reach the highest standard. It issues works of the greatest merit in many lines, but is especially strong in literature, history and biography. Its distinctive style of mechanical workmanship can only be excelled by the printing of the De Vinne press of New York. Its long and honorable history, especially as the publisher of the Atlantic Monthly, entitles it to the greatest consideration, and the literary excellence and handsome appearance of its publications combine to give it the leading place it now holds.

The Oliver Ditson Company is the leading music firm in America, with branches in New York, Philadelphia and Chicago, and agents in many other cities.

Little, Brown & Company has ranked high as a firm from its very beginning and since it took over the business of Roberts brothers in 1898 it has added the standard classics to its own excellent book list in general literature.

D. C. Heath & Company has had as marked an influence on the intellectual life of America as any one firm. This has been because of its specialty in school and college text-books in the various subjects of history, science, mathematics, English literature and the modern languages. Through these it has reached the youth of the land.

The influence of these four firms alone is sufficient to maintain Boston as still the centre of culture. Moreover, these four firms set a high standard for the book trade of Boston. It is as if it caught the spirit of the place, and left bigness for New York, and breeziness and briskness of sale for Chicago and sought "the things that are more excellent."

Boston has also firms with a specialty. Allyn & Bacon, Ginn & Company, and Small, Maynard & Company, publish and deal in school and college text-books. Dana Estes & Company, the successor of Estes & Lauriat of Zigzag journey fame, specializes in juvenile books. The Boston Book Company is a leading law firm. Bates & Guild, and Rogers & Manson are publishers of architectural and art books. The Pilgrim Press, George H. Ellis, and W. A. Wilde Company present publications of a religious nature. The H. M. Caldwell Company, Lothrop, Lee & Shepard, and L. C. Page & Company issue standard and general works.

Booksellers

The business of these firms, which have been mentioned, is not limited

to the publishing of books. Each one is a bookseller also, not alone of its own publications, but also of general books of current interest.

The second-handstores of Boston are long established. The Old Corner Bookstore has had its name revived, and Goodspeed's book shop, the Burnham antique bookstore, Charles E. Lauriat & Company, and George E. Littlefield are firms known throughout the United States for their excellent catalogs, bargains and stock. The Boston Book Company, aside from its law business, has a library department which makes a specialty of supplying libraries with complete sets of periodicals and transactions. In its extent and business methods it is unique among stores; and it is a reliable firm with which to deal.

Auctioneers

Auction houses can naturally exist only in the larger cities where the buyers can assemble. The auction firm of C. F. Libbie & Company is one of the best known in the East and has carried on an extensive business since its establishment in 1878. This, and the Anderson Auction Company of New York (successor to Bangs & Company) are the leading ones in America.

In summing up the book trade conditions in Boston, while we acknowledge the prominent character of its second-hand dealers, we venture to conclude that high class publishing seems to characterize Boston more than any one thing else.

NEW YORK

New York is without question the metropolis of America. Especially is it the center of the book trade. In New York we find the largest publishing houses, as well as many of the best known. Here also the publishers are congregated in greater numbers; there are more second-hand stores; there is more printed matter issued and handled in New York than in any other city in the United States. This is only natural, considering the size and importance of the city.

As the brokers are on Wall street, the jewelers on Maiden Lane, and the great dailies on Newspaper row, so the publishers in New York seem to have selected a section of the city around which to congregate. This is in the neighborhood of 23rd street and 5th avenue. In the exchange and sale of their publications this is to their mutual advantage. It also gives a select and literary air to that portion of the city which rapidly changes as one goes further north and reaches the theatre district at 34th street and the residence section from 50th street to Harlem.

Publishers

The great names among New York publishers are the Macmillan Company, Charles Scribner's sons, the Century Company, and Harper brothers. The prominence of these four publishers is due to the high class of publications which they produce, not alone in mechanical make-up, but in the intrinsic excellence of the books themselves. They have very careful readers and they strive to maintain a high standard.

The Macmillan Company was established in 1891 as the American branch

of the London house of Macmillan & Company. It has continued to act as such, but under the management of Mr. George P. Brett as President it has developed and built up an independent American trade until it is one of the leading American book publishers of today. It has published in every line and seeks out solid books of permanent value. Art, religion, biography, mathematics if mentioned as special lines only show how varied is the field. As agent for the publications of Columbia university, of New York and Cambridge university of England, it is brought in contact with the educational world. It is also issuing several important educational and scientific series, such as English men of letters, and History of American art.

Charles Scribner's sons ranks with the Macmillan Company, and these are the two leading publishing houses in New York. Its list of publications is very general and very high class. Careful selection is made. It has specialized in art and music books, but it now covers all literature from the ancient classics to recent fiction and educational books. It aims at literary excellence.

The Century Company has been a famous house since it was formed in 1881. Its magazines, The Century and St. Nicholas, retain their high standard, its monumental enterprise of the Century dictionary, cyclopedia and atlas has proved successful and its business has been increasing. A conservative firm, it has always stood for the best in publishing and printing.

Harper brothers is one of the oldest firms in America, and at the present time is one of the largest publishing houses in the United States. Its greatest success has been with its periodicals. It has been a progressive

and popular publishing house, with a tendency toward pretty books and weak fiction. Its dictionaries and cyclopedias have been of good standard.

Pressing these four hard for first place are the firms of D. Appleton & Company, Longmans, Green & Company, G. P. Putnam's sons, Dodd, Mead & Company, and Thomas Y. Crowell & Company. Henry Holt & Company is a prominent publisher also, but owing to his specialization in text-books, he does not come under the head of publishers in general literature.

D. Appleton & Company publishes a varied class of science, art and biography, is well known for its reference books, and makes a point of books in series. The best known are the International education series, and the International scientific series.

Longmans, Green & Company is primarily an English firm, but the New York branch publishes extensively in the classes of general literature, theology, science and education. A work from this house is of an assured standard.

G. P. Putnam's sons is best known for the "Stories of the nations", as well as for other series as the Heroes of the nations, and Our European neighbors. It makes a specialty of American and general history.

Dodd, Mead & Company is a rather careless firm. It puts forth a poor grade of fiction, but its general list is good, and its reference works first-class.

Thomas Y. Crowell & Company is a publisher of standard sets, special libraries, and popular series. The library of economics and politics edited by Professor R. T. Ely is its most serious publication.

To this list must be added also two smaller firms of more recent es-

tablishment who promise to occupy a large place among New York publishers. They are Doubleday, Page & Company, and McClure, Phillips & Company.

Doubleday, Page & Company has introduced several new authors to the reading public, and is now actively interested in nature books.

McClure, Phillips & Company is making rapid strides toward the leading publishers. Its publications cover a wide range of subjects, and it has secured popular authors. Its bookmaking is artistic and excellent.

All of these mentioned so far have a general class of publications not limited to a particular field. This makes them better known among the literary people of America. But publishers of special kinds of works are found also in New York and many of them leaders in their lines. The following are the more important ones, arranged by their specialty:

Educational works and text-books

American Book Company

A. S. Barnes & Company

Henry Holt & Company

E. L. Kellogg & Company

Maynard, Merrill & Company

Silver, Burdett & Company

Engineering and science

Spon & Chamberlain

D. Van Nostrand & Company

John Wiley & sons

Architectural works

William T. Comstock

David Williams Company

Religious and devotional works

A. C. Armstrong & son

Benziger brothers (Roman Catholic)

E. P. Dutton & Company

Eaton & Mains (Methodist)

Funk & Wagnalls (Jewish)

E. S. Gorham (Episcopal)

Thomas Nelson & sons
(with the publications of E. & J. B. Young & Company)

Oxford university press (American branch)

James Pott & Company

Thomas Whittaker

Music

Biglow & Main Company

Charles H. Ditson & Company (representing the Oliver Ditson Company)

Novello, Ewer & Company

G. Schirmer

Agricultural works

Orange Judd Company

Veterinary science

William R. Jenkins

The influence of the publisher on the public is of great moment. In his hands lies the acceptance of a book, the issue of it in attractive form, the distribution of it among the trade. If he accepts a good book and puts it forth in an excellent way his influence is for good. If he decides to publish one injurious to morals, to manners, to custom, and yet dresses it as a sugarcoated poison, he becomes an influence for evil.

The publishers of New York as enumerated above stand out as men accepting this grave responsibility, being men of education and often of culture. As a consequence the publishing business in New York is on a high level. Nor can the efforts of publishers be commended too highly, when they strive to raise the standard by publishing their books in an attractive and artistic form. The exterior of a book elevates and educates as well as that which lies written within the covers.

English publishers' agents

The desirability of being located in New York has been recognized by several firms which have moved their houses there; as E. P. Dutton & Company and Thomas Y. Crowell & Company; by others which have large branches there, as Houghton, Mifflin & Company, D. C. Heath & Company and the Oliver Ditson Company; and also by English houses whose New York branches are almost as large as their London establishment and are not simply agencies but publishing houses. The most prominent of these are The Macmillan Company, Longmans, Green & Company, and John Lane. These were all originally started as branches of the London firms with the express purpose of importing the English publications; but they all have built up a separate publishing business. Charles

Scribners' sons is of a different type, since it is essentially an American publishing house. Its importing department, however, does a regular importing business for libraries and individuals, and also makes it a point to carry in stock and to catalog the publications of certain English firms; as, T. & T. Clark of Edinburgh. The Macmillan Company also handles certain English publications; as the Bohn libraries, and all the books of George Bell & sons, of Adam & Charles Black. E. S. Gorham makes a specialty of importing Church of England and Episcopal books and the publications of the S. P. C. K. Thomas Whittaker deals in English religious books. The Oxford university press (American branch) carries all the Oxford Bibles and further supplies all the Clarendon press publications of Henry Frowde. Thomas Nelson & sons is a branch of the English house and handles the Bibles, prayer books and hymnals issued by it.

Importers

The importing business is carried on extensively by certain firms in New York, and, aside from those already mentioned, is almost exclusively in the hands of Germans or those of German descent. This is manifest from the names of the leading firms: as

G. E. Stechert & Company

Lemcke & Buechner

Dyrsen & Pfeiffer

E. Steiger

Henry Malkan

These agents make a specialty of importing French and German books and

always carry a large supply on hand. Many of them have branches in the large cities abroad. But they are not confined to the publications of Germany and France, but will willingly import from England, Italy, Spain, Russia, or any country of the world. They are also general second-hand dealers, and are of the greatest service to libraries in acting as agents for foreign books and periodicals, rare and out of print books.

Booksellers

As in Boston, the publishers of New York carry on a general bookselling business in connection with the sale of their own publications, and nearly every firm already spoken of may be classed as a bookseller as well as a publisher.

In addition New York has an abundance of dealers in second-hand books. Its streets are lined with small shops doing business in out-of-print works. These are of little interest to libraries as they seldom issue a catalog and hence their stock does not become known.

But there are also many dealers who issue catalogs and do a large extensive and satisfactory business. The best known of these are Francis P. Harper, who has an enormous stock of Americana, Edward Caldwell who makes a specialty of engineering books and periodicals, and A. S. Clark who has recently moved from Fulton street to Peekskill, New York. Leggat brothers was a famous firm for old books, on a par with Leary's old book shop of Philadelphia, and the business has been extended by the successors in 1905, Ammon & Mackel. Francis E. Grant and Oscar Wegelin issued catalogs containing interesting items.

As a whole the second-hand shops of New York do not compare with those of England or Germany. They rank well, however, with others in America. Their stock is mostly Americana, and not so much the old books of other countries. These are only to be found abroad and must be sought there. American dealers naturally are strong in the publications of this country. Since our book publishing is of comparatively recent growht, books out of print with American publishers may profitably be sought there, but further seeking for other books is generally fruitless.

Auctioneers

As already noted under Boston, the leading auction house in New York City is the Anderson Auction Company. This firm began business under its present name in 1903, when John Anderson, jr., bought out the business and good will of the well known firm of Bangs & Company.

Library agencies

New York has two firms which have a large library department: Charles Scribner's sons, and The Baker & Taylor Company. G. P. Putnam's sons supplies libraries, but has no separate department. The importing booksellers already mentioned, of course, make a specialty of it. The Baker & Taylor Company is more a dealer than a publisher, and it very fittingly comes within its line. Charles Scribner's sons, however, makes it a special department. This matter of supplying libraries is not of profit to the agent who does it, save as an advertising medium. He is simply a transmitter of books from the producer to the consumer, and with the enormous discounts asked for and granted, his pro-

fits amount to almost nothing. Still almost any reliable local agent is glad to do it, perhaps with a small commission charged to cover handling, but often without even that profit. New York is a natural center for such a business, and many libraries which are not near any large city, as Philadelphia or Chicago, consider it worth while and cheaper to order in large shipments direct from the publishing metropolis of the United States.

Summary

In conclusion New York City is the center of the book trade in America. It leads in the number of its publishers, in the extent of its publications, in its importing business, and naturally in its sale of books. In special lines it may be excelled by individual firms in other places: as, in Boston by the high standard of culture maintained by Houghton, Mifflin & Company; in Philadelphia by Leary's second-hand book shop; in Washington by Lowdermilk's government publications' store, and in Chicago by McClurg's enormous selling department. But for all around general book trade it is the leading city of the western continent.

CHICAGO

Publishers

Chicago is more of a bookselling than a bookpublishing center. This is shown in the large number of Eastern publishers who have branches for the sale of their issues in this section and in the enormous wholesale and retail business of A. C. McClurg & Company. This firm stands out preëminent among those in the trade in Chicago and even in the middle west. It is practically the only large importing firm in this region, it is the only local firm which attempts publishing outside of special lines, it carries the largest line of books in its stock of any firm west of the Alleghanies, it has a department devoted to rare and choice books, and it is the only one to cater to the library trade with a special library department.

The next large firm of importance is Rand, McNally & Company which has made a specialty of publishing maps, globes, atlases and geographical works until they are famous in America for that.

Callaghan & Company and T. H. Flood & Company are well known firms which publish and deal in law books. The Fleming H. Revell Company, probably the largest publisher of religious books in America, has its headquarters in Chicago. The Open Court Publishing Company is also established there whence it issues its philosophical works.

Booksellers

There are several second-hand booksellers who are worthy of consideration, chief among them Frank M. Morris and Harry Falkenau. Both of these carry a

large and desirable stock of Americana, rare and second-hand books. Other firms which carry stock of interest are G. M. Beckwith specializing in second-hand law books, G. Broes van Dort, dealer in architectural and German books, Koelling & Klappenbach, importer of German and foreign books, and the Library clearing house, which makes a specialty of general works, the classics and theology.

The Heide collection deals in rare and valuable antiquities, and includes books among its stock. It also sells them at public auction, and constitutes the only auction house in Chicago.

Mention has been made of the many Eastern houses having branches in Chicago. A list of the more important will show how true this is:

New York firms:

American Book Company

D. Appleton & Company

Benziger brothers

Century Company

Dodd, Mead & Company

Doubleday, Page & Company

Globe School Book Company

Harper brothers

Henry Holt & Company

E. L. Kellogg & Company

Longmans, Green & Company

The Macmillan Company

G. P. Putnam's sons

Charles Scribner's sons

Silver, Burdette & Company

Boston firms

Allyn & Bacon

Oliver Ditson Company (in Lyon & Healy)

Ginn & Company

D. C. Heath & Company

Houghton, Mifflin & Company

Sibley & Company

W. A. Wilde Company

Philadelphia firms

American Baptist Publication Society

Arnold & Company

Presbyterian Board of publication and Sabbath school work

Firms of other cities

Jennings & Pye (Methodist book concern) of Cincinnati, Ohio

Lawyers' coöperative publishing company of Rochester, New York

The central point around which these bookstores, wholesale, retail and second-hand, are gathered may be fixed at Dearborn street & Wabash avenue.

The aim of the book trade in Chicago seems to be to meet the demand placed upon it by the people and libraries in the region, and it seems to supply this demand. There is less call for publishing than for selling in Chicago, the former is neglected for the latter, and in both there is greater special-

ization. Yet as the center of population gradually moves further west and as the influence of the western universities with their more highly educated alumni is more and more felt, it may be expected that publishing will increase in Chicago.

PHILADELPHIA

In Philadelphia is the publishing house of the J. B. Lippincott Company, one of the most important outside of the three cities already mentioned. It is an old and prosperous firm. Its reference works have given it a good reputation and high standing. Its scientific and educational works are also good. Other firms in this city are the John C. Winston Company, which in January, 1905 took over the business of Henry T. Coates & Company, and added its books of a miscellaneous popular character to its own publications of Bibles and juvenile works; David McKay, who issues standard sets, popular works and a general assortment, P. Blakiston's son & company, and Lea brothers & company, both publishers of medical and chemical books, Henry Carey Baird & Company, a publisher of industrial and scientific works, and George W. Jacobs & Company and the Henry Altemus Company, who specialize in religious books.

Booksellers

These firms are also booksellers just as the publishers in other cities are. But Philadelphia is distinguished for its famous shop for second-hand books: Leary's Old Book Store, which has long claimed to have the largest collection of any. George H. Rigby is a dealer in Americana, fine art and miscellaneous books.

OTHER CITIES IN UNITED STATES

In New York state, Albany is distinguished by its genealogical publisher and bookseller, Joel Munsell's sons. It has also several second-hand bookstores of note, such as John W. Cadby and Joseph McDonough. Syracuse has the educational publisher, C. W. Bardeen, who despite poor paper and press work has issued many valuable works on educational subjects.

Washington, D. C., has the largest printing office in the world and a second-hand store which is the largest dealer in the output of that office. The first is the Government printing office, and the other is W. H. Lowdermilk & Company which makes a specialty of government publications.

Cleveland and Cincinnati, both midway between New York and Chicago offer good fields for the book business. Cleveland has the publishing, importing and bookselling houses of the Burrows brotherscompany and the Arthur H. Clark Company. Both of these houses have undertaken enormous publishing ventures; the one the 73 volumes of the Jesuit relations; the other, the sets of the Philippine Islands, and Early Western travels. Cincinnati has the firm of the Robert Clarke Company, historical and law publishers, and until their fire of February 26, 1903 extensive second-hand dealers. They have continued their business despite this disaster. In this city also are the headquarters of the John Church Company, the church hymn publisher, and Jennings & Pye of the Methodist Book Concern. Ezekiel & Bernheim is a firm of auctioneers of prominence in this section.

Indianapolis has recently sprung into fame by reason of the Bobbs-Merrill Company and their flaming advertisements of their fiction. The firm, however,

has specialized in novels and unfortunately tries to sell a book by insistent advertising rather than by supplying good wares.

For such a large city St. Louis has little to make it of book trade interest. Ferdinand P. Kaiser has published some sets of value, as Brewer's World's best orations. B. Herder has an occasional book of importance. The firms of the Gilbert Book Company and the F. H. Thomas Law Book Company issue books in their specialty of law. With this the tale is told.

Minneapolis has developed recently as a center of interest in a surprising way. This is due to the energy and success of the H. W. Wilson Company in its bibliographical undertakings. It is a matter of wonder how they keep so up to date when they are such a distance from the real publishing centers.

Paul Elder & Company of San Francisco is a new firm, having been established only in 1898, but its publications hailing from the breezy west and brilliant Golden Gate are sought after by many throughout the East. Artistic surprises characterize its work. The Whitaker & Ray Company also publish quite extensively, issuing especially writings by western authors. The leading law publisher of the Pacific coast is the Bancroft-Whitney Company also of San Francisco. These firms are also the leading booksellers.

SOME TENDENCIES IN ORGANIZATION

A present tendency among the publishing houses is that the firm shall be a stock corporation and not a private company. Several of the leading firms have been reorganized on this basis. The best known examples are the firms of D. Appleton & Company and Harper & brothers, since these reorganizations were occasioned by the failure of both firms in the same year. It may be expected that all the leading houses will need the increased capital thus furnished in order to keep pace with the growth and extent of their business.

Another tendency is the uniformity of method which is being introduced in the book trade through the two trade organizations: The American Publishers' Association and The Retail Booksellers' Association. The members of these associations, including all the leading publishers and booksellers in the United States, are working to bring about uniform and standard methods of selling. Not only the book trade in American will be affected, but also the trade in England because of the branches of English houses now in America. The most noticeable feature of this uniformity is what is known as the net price system by which no book published in accordance with the association rules may be sold within a year at less than the list price, nor may a reduction of less than 10% be made to libraries and the trade. The only exceptions to this are in the cases of fiction and juveniles. The purposes of the net price system when adopted three years ago were to establish a uniform basis for selling, to eliminate selling to cut rate dealers, to give the average local bookseller a certain sure profit, and to place all purchasers on a par as far as possible;

in short, to reëstablish the standing of the publishers with the booksellers and the public. It was recognized that no one was sure what reduction would be made on a book since the discounts varied from 10 to 40 per cent. The system seemed to meet with favor with all save with libraries. The result has been fairly satisfactory. The list prices of the books have been reduced to approach somewhere near the former discounted price, the terms to all dealers are the same, the local bookseller has been benefited, all purchasers as a rule pay the same price, and the publishers are thought to be "playing fairer" than before. The libraries are still discontented. The average prices of the American books purchased by them has been increased, so that the number of books which can be bought for a given amount is reduced. Their arguments for a greater reduction are the great purchases made by them throughout the country and the educational value of the libraries. At the present time the system seems to be still in an experimental state.

MECHANICAL MAKE-UP OF THE BOOKS

One word must be said concerning the printing and binding of the books of the day. These are the things which first mark a publisher in the eyes of many a reader. They are often the introduction of a reader to the publisher, and the impression remains favorable or unfavorable as the case may be. That publisher is good or bad. His actions speak louder than words. The leading writers seek the larger metropolitan publishers just as much as the publishers

seek their writers. They know their work will be issued in a presentable form. Certain publishers adopt certain styles in addition to a press mark. It is not difficult to recognize the type of the Riverside press used by Houghton, Mifflin & Company. A Macmillan book generally is known at a glance. The almost perfect typography of the DeVinne press is always a source of delight to those who know its product. It is in these smaller details of publishing - the type, the paper, the press work, and the binding - that the leading publishers are so superior to their lesser confreres. And until these can match their bigger rivals in such respects they cannot hope to compete with them for the publishing of many books.

CONCLUSION

In this paper the character of the leading firms in the larger cities has been shown. It has further been demonstrated that the publishers are centered in the East and in the great cities, New York being the metropolis. But it has been shown also that other firms can supply local demands and suit the local conditions, but that their publishing is not national, but rather spasmodic and special. The great publishers are and will remain in the great cities.

It has been shown also that dealers in second-hand books are not necessarily in the largest cities. Often they are best when away and in the small towns. They thus pick up more local Americana, and by issuing catalogs and by using the mail and express can supply a large patronage at considerable

distances. Therefore they are found scattered throughout the land.

It has been shown, however, that auctioneers do not and necessarily cannot exist at any great distance from a large book mart. Also library agents and importers are found in the cities, since supplies must be received and forwarded from a central base.

And finally it has been shown that a publisher is to be tested both by the intrinsic merit of his publications and by his practical skill in publishing them. A fair jewel in a poor setting is as distasteful and objectionable as a paste stone in a golden mount. It is the chaste jewel in a proper setting that remains in favor and thus wins its just reward.

PART 2

A select list of the more important publishers and booksellers in the United States.

Note: This list is not intended to be a complete one. If such information is wanted, reference must be made to the Directories mentioned which aim to do that. But it does try to give the firms which are of the greatest interest and value to librarians and others interested in the purchase of books. For that reason it is a list of selected firms.

Note 2: The date after the name denotes the year in which the firm began business.

BOOKSELLERS AND PUBLISHERS

ADAMS dry goods co.
6th av & 21st st New York City
A bookselling department store: mostly current popular books

ALLIANCE publishing co.
569 Fifth av New York City
Publisher of occult metaphysical theosophical and "advanced thought" books

ALLYN & Bacon 1869
172 Tremont st Boston
Publisher of school and college text-books

Henry ALTEMUS co.
507-513 Cherry st Philadelphia
Publisher and bookseller: issues religious, Sunday school, juveniles and standard works, and deals in the same

AMERICAN Baptist publication society
1420 Chestnut st Philadelphia
Publisher and selling agent for the Baptist denomination

AMERICAN book co. 1890
100 Washington sq New York City
Publisher of school and college text-books. One of the leading firms in this special line. Branches in Cincinnati, Chicago, Boston, Atlanta, Dallas, and San Francisco

AMMON & Mackel
81 Chambers st New York City
Successors to Leggat brothers. Large second hand stock

W H ANDERSON & Co.
515 Main st Cincinnati
Publisher and bookseller. Makes a specialty of law books

ANDERSON auction co. 1900
5 West 29th st New York City
This firm continues the auction firm of Bangs & co which had a long career. It sold out to John Anderson, jr. in 1900. Mr. Anderson had carried on an auction business since 1887. This is the largest auction house in New York and it has sales almost daily

ANDRUS & Church
Ithaca, New York
Publisher and bookseller, handling the local trade and some of Cornell university

ANTIQUARIAN book store
43 East Van Buren st Chicago
New and second-hand bookseller

ANTIQUE book store
311 Monroe st Toledo, Ohio
F C Riffel, manager, deals in second-hand and rare books

D APPLETON & co 1825
436-38 Fifth av New York City
Publisher of a varied class of books. Noted for its standard reference books, and series. Installment plan led to failure in 1899 and as a result a stock company was formed. Branches in Boston, Chicago, and London

A C ARMSTRONG & Son
3 & 5 East 18th st New York City
Publisher of theological and religious books and certain standard authors. Also a dealer in religious literature

ARNOLD & co
418-422 Sansom st Philadelphia
Publisher of cook books and miscellaneous works

Henry Carey BAIRD & co 1785
810 Walnut st Philadelphia
Publisher and bookseller: specializes in industrial, practical, and scientific works

BAKER & Taylor co 1830
33-37 East 17th st New York City
Wholesale bookseller, with a library department; carries some second-hand books. Selling agents for Fords, Howard & Hulbert. Publisher of miscellaneous works. Not an extensive output. House founded in 1830 as Farmer, Brace & co; firm name of Baker & Taylor co taken in 1866

BAKER, Voorhis & co
66 Nassau st New York City
Publisher and seller of law books

BANCROFT-Whitney co 1885
612-22 California st San Francisco, California
Publishers and sellers of law books

BANKS & co
475 Broadway Albany, New York
Law bookseller and publisher

BANKS law publishing co
21 Murray st New York City
Law publisher and bookseller. Successor to Banks & bros

C W BARDEEN
406 South Franklin st Syracuse, New York
Educational publisher; works are extensive along that line, but poorly printed

A S BARNES & co 1838
156 Fifth av New York City
Bookseller of educational works. Publisher of a limited list of miscellaneous books

BARTLETT'S book store
33 East 22nd st New York City
Dealer in new and second-hand books

BATES & Guild
42 Chauncey st Boston
Publisher of art and architectural books

G M BECKWITH 1878
216 Clark st Chicago
Bookseller of second-hand law books, and some general literature

Howard Wilford BELL 1903
259 Fifth av New York City
Publisher of the "unit books", standard works in uniform height, paper and binding, sold at one cent for each unit of 25 pages

BELL book & stationery co 1858
914 E Main st Richmond, Virginia
Bookseller: miscellaneous, law, medical and school

Matthew BENDER 1887
511-513 Broadway Albany, New York
Law bookseller and publisher

BENZIGER brothers
36 Barclay st New York City
Publisher of Roman Catholic books, being the printer to the Holy Apostolic See. Bookseller and importer of Roman Catholic works

BIGLOW & Main co
135 Fifth av New York City
Publisher of hymns, music, etc

C C BIRCHARD & co
221 Columbus av Boston
Educational publisher

F W BIRD
60 Cornhill Boston
Old, rare, and second-hand bookseller.

P BLAKISTON'S Son & co 1843
1012 Walnut st Philadelphia
Publisher and bookseller: issues and deals in medical, dental, pharmaceutical, and chemical books

BLOCH publishing co
738 Broadway New York City
Publisher and seller of Jewish and Hebrew books

BOBBS-Merrill co
9 W Washington st Indianapolis
Successor to the Bowen-Merrill co. Publisher of miscellaneous literature and law. Bookseller in all lines

BOERICKE & Tafel 1835
1011 Arch st Philadelphia
Publishers and sellers of homeopathic works

BOSTON book co 1884
33-91 Francis st Boston
As a publisher limited to law, and also as a bookseller. Its library department makes a specialty of complete sets of periodicals and transactions of societies. Issues a Bulletin of bibliography containing reference lists on special subjects, and the births and deaths of periodicals

Thomas BRADBURN
72 Nassau st New York City
Second-hand dealer

Schuyler B BRADT 1904
155-57 Washington st Chicago
Bookseller: Americana, general, first editions

BRENTANO'S
5-9 Union sq New York City
Bookseller and publisher. Carries a miscellaneous stock, mostly of new books, and publishes what might be termed "books _a la mode_."
Branches in Washington and London

G BROES VAN DORT
218 LaSalle st Chicago
Dealer in books on architecture

BUBIER publishing co
Lynn, Massachusetts
Publisher of electrical works

BURNHAM antique book store 1825
2 Milk st Boston
Second-hand book seller, dealing in the old and rare

BURROWS brothers co 1873
133 Euclid av Cleveland, Ohio
Publisher and general bookseller

A L BURT co
52-56 Duane st New York City
Publisher of cheap standard works, popular libraries and juvenile sets. Wholesale bookseller

John BYRNE & co
1322 F st N W Washington, D C
Seller and importer of new and second-hand law books

John W CADBY
131 Eagle st Albany, New York
Bookseller; second-hand, local history, genealogies, autographs

Edward CALDWELL
112 Liberty st New York City
Specialty is selling engineering periodicals and scientific books

H M CALDWELL co 1896
208-218 Summer st Boston
Publisher of standard books. Has a branch in New York

CALLAGHAN & co
114 Monroe st Chicago
Law book publisher and seller. Especially good for law continuations

CARSON, Pirie, Scott & co
103 State st Chicago
A bookselling department is in this Department store

C N CASPAR co book emporium
437 E Water st Milwaukee, Wisconsin
Bookseller, importer and publisher. Miscellaneous stock

CASSELL & co
43-45 East 19th st New York City
Publisher of art books and general literature. Branch of the London firm of Cassell & co, London

CENTURY Co 1881
Union sq New York City
Company formed in 1881, though a magazine department had been started as early as 1865. Began first as publisher of the periodical: Century magazine, and St. Nicholas. Noted for its Century dictionary; also its standard biography and art publications. Press work nearly all done by the DeVinne press. Firm does general bookselling.

Thomas CHATTO
251 Fifth av New York City
Second-hand dealer, rare books, illuminated mss., etc

CHEMICAL publishing co
Easton, Pennsylvania
As its name implies a publisher of books on chemistry and allied subjects. Several good monographs have been issued of late

CHICAGO, University of Chicago press
58th st & Ellis av
Established to publish the productions of the University of Chicago

John CHURCH co
Fourth & Elm sts Cincinnati
Publisher and seller of hymns, music, etc

A S CLARK
218 Washington st Peekskill, New York
Second-hand bookseller with Americana specialty. Moved in 1904 from 174 Fulton st., New York

Arthur H CLARK co 1902
1023-25 Garfield building Cleveland, Ohio
Publisher, and dealer in miscellaneous, old, and rare books

The Robert CLARKE co 1858
18 East 4th st Cincinnati
Bookseller and publisher. Burned out 1903. Publications are being reprinted and stock being replaced. Before the fire it had a very large stock of Americana

W B CLARKE co
Park & Tremont sts Boston, Massachusetts
Genealogical publisher

William T COMSTOCK
23 Warren st New York City
Publisher of works on architecture, building and carpentry. Dealer in architectural books

COMSTOCK publishing co
43 East av Ithaca, New York
Publisher of some of Cornell university publications

CONGREGATIONAL Sunday school and publishing society
14 Beacon st Boston
The publishing society of the Congregational church, known as the Pilgrim press

Richard D COCKE
23 Duane st New York City
Dealer in scarce books and second-hand works

CRANE & co 1868
812 Kansas av Topeka, Kansas
Publisher: educational, law, miscellaneous

F M CROUSE 1867
40 Delaware st Indianapolis
Second-hand dealer and auctioneer

Thomas Y CROWELL & co
426-428 West Broadway New York City
Firm began as successor to the Bradley bookbinding co of Boston, binding for Appleton, Ticknor & Fields and others. Became a publishing firm in 1870. Present activities are publishing, binding, and bookselling. Publications include standard sets, and popular series. Characteristic is good printing and binding.

F .A DAVIS co
1914-16 Cherry st Philadelphia
Publisher of medical books

DeVINNE press
Lafayette pl New York City
Owned by Theodore L DeVinne & co of which Mr. DeVinne is of course the head. Issues no publications of its own, but this press has had such a marked influence through the Century co that it is worthy of mention. Mr. DeVinne has done much to raise the standard of printing

DEWOLFE, Fiske & co
365 Washington st Boston
Publisher of juvenile, popular and Sunday school books. Dealer in a miscellaneous stock

George W DILLINGHAM co
119-121 West 23rd st New York City
Publisher of standard and popular works. Grade of work is poor and cheap looking

Charles H DITSON & co 1867
867 Broadway New York City
New York branch of the Oliver Ditson co of Boston, but also publishes some music in addition to acting as selling agent

Oliver DITSON co 1834
150 Tremont st Boston
Publishers and seller of music. This has been the specialty of the firm since 1834 when Mr. Ditson was taken into partnership. Agencies in New York, Philadelphia, and Chicago. Famous series: The musicians library. Publishes also three musical periodicals

DODD, Mead & co
372 Fifth av New York City
The firm at first published principally theological books. It has extended its scope and now covers a more general field. Its reference work The New international cyclopedia is a standard work already. It publishes a literary periodical, The Bookman. A general bookselling firm

DODGE publishing co
23 East 20th st New York City
Publisher of juvenile and art books

DOUBLEDAY, Page & co 1899
133-137 East 16th st New York City
A firm of publishers and booksellers more closely identified with their periodicals "World's Work" and "Country Life in America" than with issuing books. But they are building up a book trade also, especially in nature study lines. They have also introduced several new authors

Warren F DRAPER & co 1849
Andover, Massachusetts
Theological and classical bookseller and publisher. In 1849 purchased the interests of Flagg & Wardwell in the Andover publishing house established in 1809

E P DUTTON & co 1852
31 West 23rd st New York City
Publishing importing and bookselling firm. Deals especially in theological and devotional literature and children's books. Moved in 1869 from Boston to New York. Agent for books with English imprint of George Routledge & sons, London

DYRSEN & Pfeiffer 1854
16 West 33rd st New York City
Importer of foreign books in all languages. Successor to F. W. Christern. 1891

EATON & Mains (Methodist book concern)
150 Fifth av New York City
Eastern agent for the Methodist book concern

EHRICH brothers
6th av & 22nd st New York City
A bookselling department store: mostly current popular books

Paul ELDER & co 1898
238 Post st San Francisco
Published for several years under name of Elder & Smith. Changed to present form in 1903. Specialty is unique and artistic printing

George H ELLIS
272 Congress st Boston
Publisher of Unitarian literature

Dana ESTES & co 1859
212 Summer st Boston
Established 1859 as Dagan, Estes & co. From 1872-98 the firm was Estes & Lauriat. Name changed to present form 1898. Publications comprise standard sets, reprints, children's books (as Zigzag journeys, Chatterbox series), natural history and miscellaneous

EVERITT & Francis co
116 East 23rd st New York City
Bookseller

EZEKIEL & Bernheim
334 Main st Cincinnati
Auctioneers for the sale of books, manuscripts and other library property

Harry FALKENAU 1894
167 Madison st Chicago
Bookseller of rare and choice works, general literature, and second-hand books. A satisfactory firm

FEDERAL book co 1892
54 Duane st New York City
Publisher of low priced standard literature. Wholesale bookseller. Includes the cloth book publications of Street & Smith

R F FENNO & co
9 East 16th st New York City
Publisher and bookseller. In 1904 purchased the business of Drexel Biddle, of Philadelphia and San Francisco

Edward S FERRIS 1896
108 Fulton st New York City
Dealer in new and second-hand law books

FERRIS & Leach
29-31 North 7th st Philadelphia
Publisher of books on Quakers and their history

FISKE & co
320 South 5th st Springfield, Illinois
Publisher and seller of law books

T H FLOOD & co
201 Madison st Chicago
Law book publisher and seller. Good for text-books

A E FOOTE
1317 Arch st Philadelphia
Bookseller

FOX, Duffield & co
30 East 21st st New York City
Publisher of small but handsome books of present interest

FRIDERICI & Gareis
6 East 17th st New York City
Second-hand dealers

FUNK & Wagnalls co
44-60 East 23rd st New York City
Publisher of theological books. Best known for the Standard dictionary and Jewish encyclopedia. Wholesale bookseller, also second-hand

GAMMEL-Statesman publishing co
Austin, Texas
Law book publisher

William J GERHARD 1900
2209 Callowhill st Philadelphia
Bookseller of second-hand books on natural history, botany, mining, metallurgy, etc .

GILBERT book co
205 North 4th st St. Louis, Missouri
Law publishers, especially for the Mississippi Valley

J K GILL co
Portland, Oregon
Publisher and bookseller

GINN & co
29 Beacon st Boston
Publisher of educational text-books. Branches in New York and Chicago

GOODENOUGH & Woglom co
122 Nassau st New York City
Dealer in religious and Sunday school books

GOODSPEED'S book shop
5A Park st Boston
Bookseller: second-hand, Americana

Edwin S GORHAM
285 Fourth av New York City
Publisher of religious and general works. Importer of church of England works and publications of S P C K. General religious bookseller

Francis E GRANT
23 West 42nd st New York City
New and second-hand dealer

Francis P HARPER
14 West 22nd st New York City
Bookseller and publisher. As a bookseller he deals in Americana and genealogy, new and second-hand books. As a publisher he confines himself to limited editions

HARPER & brothers 1818
Franklin sq (331 Pearl st) New York City
One of the oldest publishing houses in America and now one of the largest. Greatest success has been along the line of its periodical publications. Has an extensive list of publications in all classes

D C HEATH & co 1886
110 Boylston st Boston
Mr. Heath began his book trade activities with Ginn & co, opening their New York branch. Present firm established in Boston in 1886. Now ranks third among educational houses in extent of business and has the largest assortment of modern language text-books of any house. Its specialty has been to give prominence to text-books in all the historical, scientific and modern language subjects taught today. Many educational movements have been forwarded by this firm. The firm has branches in New York, Chicago, San Francisco, Atlanta, Georgia, and Austin, Texas

HEIDE collection
121 North State st Chicago
Dealer in rare antiquities. Sells books at public auction

William HELBURN
10 East 16th st New York City
Dealer in architectural books

Norman W HENLEY & co
132 Nassau st New York City
Publisher of books on mechanics

B HERDER
17 South Broadway St. Louis, Missouri Publisher
Also bookseller of Roman Catholic and German books

Bruno HESSLING
64 East 12th st New York City
Dealer in art and architectural books

HINDS, Noble & Eldridge 1884
31-35 West 15th st New York City
Seller of second-hand school and college text-books. Publisher of school books. Firm started as Arthur Hinds & co, which was succeeded by Hinds & Noble, and in 1904 the present firm was incorporated with Eldridge & brother

Henry HIRSCH
25 Third av New York City
Dealer in rare Hebrew books and manuscripts

A J HOLMAN & co
1224 Arch st Philadelphia
Publisher of Bibles and prayer books

Henry HOLT & co 1866
29 West 23rd st New York City
Firm started with Frederick Leypoldt and Henry Holt as partners. Mr. Leypoldt retired in 1871 to take up the publication of Trade circular, now the Publishers' weekly. Business of the firm has been confined to publishing, and its specialty has been educational works in French and German. Branch in Chicago

HOUGHTON, Mifflin & co 1825
4 Park st Boston
Business was established in 1825. From 1852-76 it was known as H O Houghton & co, 1864-76 as Hurd & Houghton, 1878-80 as Houghton, Osgood & co, 1880 to date under the present name. Its publications include biography, fiction, poetry in standard editions, drama, religion, travel and description, standard editions of great authors, and subscription publications. Its series are well known, as: American statesmen, American commonwealths, American religion leaders, Riverside biographies and the Riverside library series. Its periodical, The Atlantic monthly, has always stood for a high standard of literature and culture

HUDSON-Kimberly publishing co
1014-1016 Wyandotte st Kansas City, Missouri
Publisher of books on military science and history

George P HUMPHREY 1885
67 Spring st Rochester, New York
Bookseller: new and second-hand Americana

HURST & co
395-399 Broadway New York City
Publisher of cheap editions of standard and popular authors

INTERNATIONAL news co
33-35 Duane st New York City
Dealer in new and second-hand books

Hall N JACKSON
36 West 6th st Cincinnati, Ohio
Bookseller in new and second-hand works

George W JACOBS & co 1893
1216 Walnut st Philadelphia
Publisher of religious books and dealer in them

William R JENKINS
851-853 Sixth av New York City
Publisher and bookseller of works on veterinary science

George B JENNINGS co
105-107 West 4th st Cincinnati, Ohio
Dealer in music

JENNINGS & Pye (Methodist book concern)
220-222 West 4th st Cincinnati
Publisher and agent for the west for the Methodist book concern. Branch in Chicago. Eastern agent is Eaton & Mains, New York

JOHNS Hopkins press
Baltimore, Maryland
The publishing department of Johns Hopkins university. Issues their serial publications, their studies, the Polychrome Bible and special lectures and books

B F JOHNSON publishing co
901-905 East Main st Richmond, Virginia
Publisher school and educational books

Nillis JOHNSON
308 West 14th st Chicago
Bookseller, new and second-hand. Makes a specialty of second-hand school books

JORDAN, Marsh & co
Boston
Department store booksellers

Orange JUDD co
32 LaFayette pl New York City
Publisher and bookseller of works on agriculture, rural life, horticulture, stock raising, etc

Ferdinand P KAISER
407 North Broadway St. Louis, Missouri

KEEFE-Davidson law book co
St. Paul, Minnesota
Publisher of law books

W T KEENER & co 1874
90 Wabash av Chicago
Publisher of medical books. Also sells new and second-hand medical books, American and foreign

E L KELLOGG & co 1874
61 East 9th st New York City
Publisher and seller of educational books. Branches in Chicago and Boston

Charles H KERR & co
56 Fifth av Chicago
Publisher and seller of socialistic books

C A KOEHLER & co
149a Tremont st Boston
Foreign bookseller and importer

KOELLING & Klappenbach
100-102 Randolph st Chicago
Importers and dealers in foreign books

LAIRD & Lee 1887
263-65 Wabash av Chicago
Publisher of reference and mechanical works of a popular nature. Bookseller of fiction and juveniles

John LANE 1890
67 Fifth av New York City
American branch of an English firm. Carries its English publications in general literature, belles lettres, and theosophy, and also publishes some works in Americana

Charles E LAURIAT & co
301 Washington st Boston
Booksellers of second-hand and rare works, importing many expressly for sales

LAWYERS' coöperative publishing co
Rochester, New York
Publishers of law books. Branch in Chicago

LEA brothers & co
706-710 Sansom st Philadelphia
Publisher and bookseller of medical works

LEARY'S old book store 1836
9 South 9th st Philadelphia
Bookseller: an enormous stock of second-hand books

LEGGAT brothers See Ammon & Mackel

LEMCKE & Buechner
11 East 17th st New York City
Importer of German and general European books and periodicals. Also supplies American. Publishes occasionally. Successor to B Westermann & co

Edward E LEVI
900 Liberty st Pittsburgh, Pennsylvania
Second-hand bookseller

C F LIBBIE & co
646 Washington st Boston
An auctioneer firm: the leading one in Boston

LIBERTY book store
816 Broadway New York City
New and old books, music engravings

J B LIPPINCOTT co 1794
Washington sq Philadelphia
This firm has long been the head of the book trade in Philadelphia. They publish scientific, educational and reference books, and several good series. They own their own press and bindery.

LITTLE, Brown & co 1837
254 Washington st Boston
Began business under present name in 1837, though the firm traces its foundation back to Bastell's bookstore established 1784. Leading law publisher in America; also publishes general literature and reprints of standard American and foreign works. In 1898 it took over the business of Roberts brothers, thus combining the two oldest houses in Boston

George E LITTLEFIELD 1868
67 Cornhill Boston
Bookseller of new and second-hand works. An established firm of good reputation

LOIZEAUX brothers
62 Fourth av New York City
Publisher and seller of Biblical and religious books, pamphlets and tracts

LONGMANS, Green & co
91-93 Fifth av New York City
An old English firm being established in 1724. Became exporters to the American colonies. Has branches now in New York and Chicago, and in Bombay. Its specialties are religious and homiletic literature, standard literature, historical, scientific and educational works. Has issued and started several good series. Has a high standard

LOTHROP, Lee & Shepard 1904
202 Devonshire st Boston
This firm was formed in 1904 by the merging of the two firms Lothrop publishing co (1868) and Lee & Shepard (1861). Both firms had made a specialty of juveniles. They are continuing to use the two imprints, but they are incorporated under the full name

W H LOWDERMILK & co 1872
1424-26 F st N W Washington, D C
Bookseller: standard, choice, and rare. Makes a specialty of government documents

James B LYON
36 Beaver st Albany, New York
Publisher and printer

MACAULEY brothers
172 Woodward av Detroit, Michigan
Bookseller in all lines

McCLURE, Phillips & co
141-155 East 25th st New York City
S S McClure started in with Mr. Doubleday, but they separated owing to diversity of work. The S S McClure co (the publisher of McClure's magazine) is closely associated with this firm, occupying part of same building. The firm publishes popular stories, out of door life, political science, belles lettres, and juveniles. It has adapted the Aldine press mark of the anchor and dolphin, with a motto setting forth that it is the American pupil of Aldus. The firm does a wholesale bookselling business

A C McCLURG & co 1847
215-221 Wabash av Chicago
House founded by S C Griggs & co. A C McClurg was an employee. Admitted to firm in 1872. Present name adopted in 1880. Activities are bookselling, importing, publishing, and a general stationery business. Bookselling most important. Importing done for libraries and local dealers, especially of foreign periodicals. Publishing is a general standard nature. They make a specialty of their catalog of stock and of certain special catalogs, as of rare books and bindings kept in their "Saints' and Sinners' corner."

Joseph McDONOUGH 1870
39-41 Columbia st Albany, New York
Bookseller: general, second-hand, Americana, genealogies

McGRAW publishing co
114 Liberty st New York City
Publisher and seller of engineering books

David McKAY
1022 Market st Philadelphia
Publishers of general miscellaneous works. In the bookselling department the firm is the agent for the publications of George Routledge and sons, which bear the American imprint

McKEOWN brothers
617 North Sixth st St. Louis, Missouri
Dealer and publisher in Roman Catholic books. Importer

The MACMILLAN co 1891
66 Fifth av New York City
The New York branch of the English firm Macmillan & co. Publishes in all lines and is the leading progressive firm in New York. Has started many important educational and scientific series. As a bookselling house it is the agent for the English publications of George Bell & sons, and the Bohn libraries, A & C Black, and of Cambridge university. It is the publishing and selling agent for Columbia university and has taken over in 1904 the publications of the Outlook co

Joseph John McVEY 1890
39 North 13th st Philadelphia
Publisher of Roman Catholic books

R H Macy & co
6th av & 34th st New York City
A bookselling department store: mostly current popular books

Henry MALKAN
18 Broadway New York City
Dealer and importer of new and second-hand books

A N MARQUIS & co
324 Dearborn st Chicago
Known as the publisher of "Who's Who in America."

MARSHALL & Bruce co
306 College st Nashville, Tennessee
Bookseller and publisher of law books

MASSACHUSETTS New Church union
16 Arlington st Boston
Publisher of Swedenborgian literature

MATTHEWS-Northrup co
179 Washington st Buffalo, New York
Publisher

MAYNARD, Merrill & co
44 East 22nd st New York City
Publisher and bookseller, specializing in school text-books

Isaac MENDOZA 1894
17 Ann st New York City
Second-hand dealer

G & C MERRIAM co
499 Main st Springfield, Massachusetts
Publisher and bookseller. Known as publisher of Webster's International dictionary

Frank M MORRIS 1886
169 East Madison st Chicago
Bookseller of Americana, rare and second-hand books at "The Bookshop."

John P MORTON & co
440-446 West Main st Louisville, Kentucky
An old publishing and bookselling firm established as Morton & Griswold

Thomas B MOSHER
45 Exchange st Portland, Maine
Bookseller and publisher. Issues choice editions

A W MUMFORD & co
203 Michigan av Chicago
Publisher

MUNGER law book co
225 Dearborn st Chicago
Dealer in new and second-hand law books

Joel MUNSELL'S sons
82 State st Albany, New York
Bookseller and publisher; a specialty of genealogies

Thomas NELSON & sons
37-41 East 18th st New York City
Publisher of Bibles, prayer books and hymnals, Sunday school and juvenile books, new century library of standard fiction on India paper. Branch of the English house. In 1903 purchased the publications of E & J B Young

NEW AMSTERDAM book co
156 Fifth av New York City
A comparatively new publishing firm in whose output popular fiction predominates

Hjalmar NORBERG 1893
472 Westminster st Providence, Rhode Island
Bookseller: Scandinavian and American

NOVELLO, Ewer & co
21 East 17th st New York City
Branch of an English firm selling and publishing music

J S OGILVIE publishing co
57 Rose st New York City
Publisher of cheap and popular books on all sorts of subjects

OLD corner bookstore
27-29 Bromfield st Boston
This firm has recently succeeded to the business of Damrell & Upham carrying on a new and second-hand book selling and importing business

OPEN court publishing co 1887
324 Dearborn st Chicago
Publisher of philosophical and scientific works

OXFORD university press (American branch)
91-93 Fifth av New York City
Carries all the Oxford Bibles and prayer books issued by the press in England; also all the Clarendon press publications of Henry Frowde

L C PAGE & co
200 Summer st Boston
Publisher of illustrated popular books on various subjects, and some juveniles

Peter PAUL book co
448 Main st Buffalo, New York
Bookseller and publisher. Extensive stationery department

Edward R PELTON
19 East 16th st New York City
Publisher, importer, and bookseller of medical works. In 1904 purchased business of J H Vail & co of New York

PENN publishing co
923 Arch st Philadelphia
Publisher of popular hand books on various subjects and some juveniles

PHILADELPHIA book co
15 South 9th st Philadelphia
Publisher and dealer in practical scientific and technical books

PHILADELPHIA bookstore co
1031 Race st Philadelphia
The bookbuying and bookselling agency of the Booklovers library. In May, 1905, went into receiver's hands

PIERCE & Zahn 1882
633 Seventeenth st Denver, Colorado
Bookseller of miscellaneous and curious second-hand books

James POTT & co
119-121 West 23rd st New York City
Publisher of religious works and some miscellaneous. As a bookseller carries the Bagster Bibles, and works for the Protestant Episcopal church

PRESBYTERIAN board of publication and Sabbath school work
1319 Walnut st Philadelphia
The publishing and selling agency of the Presbyterian church (North)

Theodore PRESSER 1883
1708 Chestnut st Philadelphia
Publisher of music

G P PUTNAM'S sons
27-29 West 23rd st New York City
Publishes general and miscellaneous literature and histories. Has several important series as Stories of the nations, Our European neighbors. As bookseller makes a specialty of Americana and rare English books. Branch in London

RAND, McNally & co 1868
169-174 Adams st Chicago
Known best as publisher of geographical color maps in which it is especially strong. Its other publications are not of a very high standard though an effort is being made to raise it. Other activities are stationer, printer, electrotyper, map and wood engraver, bookseller, Branch in New York

RAYMER'S old bookstore 1899
5 N Division st Grand Rapids, Michigan
Bookseller: new and second-hand. First editions

Fleming H REVELL & co
63 Washington st Chicago
Extensive publisher of religious books, probably largest in America. Makes a specialty of this. Branches in New York, Toronto, London and Edinburgh

George H RIGBY 1885
1113 Arch st Philadelphia
Bookseller: Americana, fine arts, and miscellaneous

A M ROBERTSON
136 Post st San Francisco, California
Bookseller and publisher

ROGERS & Manson
85 Water st Boston
Publishers of architectural books

A M ROTHSCHILD & co
State & Van Buren sts Chicago
A bookselling department is in this department store

SAALFIELD publishing co
Akron, Ohio
Publisher of juvenile and subscription works. Branches in New York and Chicago

Benjamin H SANBORN & co
120 Boylston st Boston
Publisher of educational books

W B SAUNDERS & co
925 Walnut st Philadelphia
Publisher of medical and surgical books. Branches in New York and London

G SCHIRMER
35 Union sq New York City
Publisher of musical works

SCHLESINGER & Mayer [illegible]
Chicago
A bookselling department is in this department store

John E SCOPES 1901
29 Tweedle bldg Albany, New York
Bookseller: second-hand, rare

SCOTT, Foresman & co
378-88 Wabash av Chicago
Publisher of educational works

SCOTT-THAW co
542 Fifth av New York City
Publisher of "Choice books for the booklover": books artistically printed and bound

Charles SCRIBNER'S sons 1846
153-57 Fifth av New York City
Firm was known as Scribner & Armstrong for many years. In 1871 firm was formed under present name. Publisher in every line, including music, art, and theology. Has a large business as an importer and bookseller. Cultivates library trade

John V SHEEHAN & co
160 Woodward av Detroit, Michigan
Bookseller in miscellaneous lines

SILVER, Burdett & co 1885
85 Fifth av New York City
Publishes school and college text-books and some standard literature. Branches in Boston, Chicago, Philadelphia, Atlanta, and San Francisco

Parker P SIMMONS
3 East 14th st New York City
As successor to A Lovell & co is the publisher of school text-books. Is also the agent for the Walter Scott publishing co of London

SMALL, Maynard & co
10 Arrow st Cambridge, Boston
Publisher of biography, light poetry, and educational works

George D SMITH
49 New st New York City
Second-hand bookseller and importer

SMITH & Lamar
Nashville, Tennessee
Agent for the Southern Methodist publishing house

SOUTHERN book exchange
127-129 Fayetteville st Raleigh, North Carolina
Bookseller: Americana and southern literature

SPECTATOR co
95 William st New York City
Publisher of works on insurance

SPON & Chamberlain
123 Liberty st New York City
Publisher of works on civil and mechanical engineering, arts, trades, and manufactures. Bookseller of general scientific works. Agents for the publications of E & F N Spon, Ltd of London

George D SPROUL 1895
150 Fifth av New York City
Publisher of standard authors and illustrated volumes

G E STECHERT & co 1862
129-133 West 20th st New York City
Importer of English, French, German, and general European and foreign books and periodicals. Large second-hand dealer. Occasionally publishes

E STEIGER & co
25 Park pl New York City
Importer of foreign books and periodicals, new and second-hand. Agents in nearly every large foreign city. Publisher of books for the study of foreign languages, and many German publications

Frederick A STOKES co
5-7 East 16th st New York City
Publisher of popular books. General bookseller

Herbert S STONE & co
Eldridge ct Chicago
Publisher and bookseller of miscellaneous class of works. Branch in New York

J F TAYLOR & co
5-7 East 16th st New York City
Publisher of current fiction. General bookseller

TENNANT & Ward
287 Fourth av New York City
Publisher of books on photography

E B TREAT & co
241-243 West 23rd st New York City
Publisher of popular professional books: medical and theological. Also other popular works. General bookseller

TUTTLE, Morehouse & Taylor co
123 Temple st New Haven, Connecticut
Publisher for Yale university

U S Government printing office
Washington, D C
Largest printing office in the world. Issues all the documents of the government

UPDIKE, D P (Merrymount press) 1892
232 Sumner st Boston
Does more printing than publishing, but some of the latter. Is midway between a commercial and a private press. Its purpose is to do all work well, and to take none that it cannot do well. Uses hand made paper, good well-chosen type, excellent printing and makeup

D VAN NOSTRAND co
23 Murray st New York City
Publisher of scientific works in engineering, chemistry, physics, etc. Dealer in scientific publications

VIR publishing co
1134 Real estate trust bldg Philadelphia
Publisher of "pure books on avoided subjects"

George WAHR
Ann Arbor, Michigan
Dealer in miscellaneous books. Publisher to the University of Michigan

John WANAMAKER
Broadway & 10th st New York
Chestnut st Philadelphia
A bookselling department store: mostly current popular books

Montgomery WARD co
Michigan av & Madison st Chicago
A bookselling department is in this mail-order house

Frederick WARNE & co
36 East 22nd st New York City
Publisher of popular, standard, and juvenile works

George E WARNER & co
425 5th st S E Minneapolis
Bookseller and dealer in second-hand local Americana

Oscar WEGELIN
29 West 42nd st New York City
Second-hand dealer

J R WELDIN & co
Wood st Pittsburg, Pennsylvania
Bookseller and publisher

A WESSELS co
43-45 East 19th st New York City
Formerly M F Mansfield & A Wessels. This firm has purchased the publications of the B W Dodge co and also of Lentilhon & co.
Publisher of standard, historical and social literature, and dealer in current publications

WEST publishing co 1876
St Paul, Minnesota
Publisher of law books: especially the law reporters

WHITAKER & Ray co
711 Mission st San Francisco
Successor to the Bancroft co. Educational publisher and bookseller

WHITCOMB & Barrows
Huntington Chambers Boston
This firm has purchased the publications of the Home science publishing co and specializes in domestic science books

James T WHITE & co
7 East 16th st New York City
Publisher of subscription works and school books

Thomas WHITTAKER
1-3 Bible House New York City
Publisher of theological and general literature and dealer in religious books

WHITTET & Shepperson
1001 Main st Richmond, Virginia
Publisher and printer

Godfrey A S WIENERS
662 Sixth av (at the sign of the Lark) New York City
Publisher of some standard works and other odd and eccentric ones

W A WILDE co
120 Boylston st Boston
Publisher of Sunday school literature

John WILEY & sons
43-45 East 19th st New York City
Publisher of scientific, industrial and miscellaneous works. Deals also in such books

David WILLIAMS co 1855
232-238 William st New York City
Publisher of books on architecture, building, engineering, etc

WILLIAMSON law book co 1870
41 State st Rochester, New York
Publishers and sellers of law books. Branches in Buffalo and Syracuse

John H WILLS 1881
506 Eleventh st N W Washington, D C
Bookseller: negro and slavery literature

H W WILSON co 1889
315-319 14th av S E Minneapolis
The University (of Minnesota) bookstore. Publisher of bibliographies

John C WINSTON co
1006-1016 Arch st Philadelphia
Publisher of Bibles, and popular and juvenile works. On Jan. 10, 1905, the business of Henry T Coates & co was transferred to this firm, so that it now has almost 1000 additional titles in general and miscellaneous works

William WOOD & co
51 Fifth av New York City
Publisher of medical works and dealer in them

YOUNG churchman co
412 Milwaukee st Milwaukee, Wisconsin
Publisher of Episcopal literature

S ZICKEL
129 Duane st New York City
Importer of German books

P W ZIEGLER co
215-221 Locust st Philadelphia
Bookseller: successor to P W Ziegler & co & The Franklin book co

PART 3

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H W Wilson co 1903
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UNIVERSITY OF ILLINOIS-URBANA
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